

## Message Text

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73

ORIGIN EB-11

INFO OCT-01 EUR-25 ADP-00 CAB-09 CIAE-00 COME-00 DODE-00

INR-09 NSAE-00 RSC-01 FAA-00 L-03 SS-14 NSC-10 /083 R

DRAFTED BY EB/ AN: PJGLASOE: DAP

3/28/73 EXT. 20352

APPROVED BY EB/ AN: MHSTYLES

CAB - MR. BURCH

EUR/EE - MR. WILGIS

----- 048707

R 282245 Z MAR 73

FM SECSTATE WASHDC

TO AMEMBASSY WARSAW

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E. O. 11652: N/ A

TAGS: ETRN, PL

SUBJECT: CIVAIR - PAN AM'S COMMERCIAL SITUATION

REF: WARSAW 2554 ( JUNE 19), STATE 158464 ( AUG. 30)

1. WE HAVE BEEN ADVISED BY PAN AMERICAN THAT ARRANGEMENTS FOR ITS SALES IN ZLOTIES BY LOT AND/ OR ORBIS STILL NOT SETTLED.

2. ALTHOUGH WE RECOGNIZE THE COMPLEXITIES OF THE INTERNAL FINANCIAL REGULATIONS IN POLAND, WE NEVERTHELESS FIND IT HARD TO UNDERSTAND HOW, EIGHT MONTHS AFTER THE BILATERAL AIR TRANSPORT AGREEMENT WAS SIGNED AND IMPLEMENTING NOTES EXCHANGED, THE ISSUE OF SALES ON PAN AMERICAN FOR ZLOTIES CAN STILL BE PENDING. FYI: WHILE IT MAY BE THAT PAN AMERICAN HAS BEEN SEEKING THE APPOINTMENT OF ORBIS IN ADDITION TO LOT AS ITS AGENT IN POLAND ( EVEN THOUGH THIS PRESUMABLY WOULD NOT PRACTICALLY AFFECT PAN AM'S BENEFITS), THIS FACT ALONE HARDLY SEEMS SUFFICIENT GROUNDS FOR THE LENGTHY DELAYS IN AT LEAST GETTING THINGS ORGANIZED WITH LOT. END FYI.

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3. IF EMBASSY HAS ALREADY BEEN PRESSING POLES ON PAN AM'S BEHALF, WE WOULD APPRECIATE STATUS REPORT PLUS ANY SUGGESTIONS EMBASSY MIGHT HAVE ON FURTHER STEPS TO BE TAKEN. IF EMBASSY SO FAR HAS NOT BECOME INVOLVED, IT IS REQUESTED TO APPROACH APPROPRIATE OFFICIALS AND MAKE STRONG

PITCH FOR IMMEDIATE RESOLUTION TIS ISSUE. ASSUMING PAN AMERICAN HAS LONG AGO COMPLETED WHATEVER BUREAUCRATIC FORMALITIES ARE REQUIRED, REFERENCE TO PARAGRAPH 2 OF JULY 19, 1972 NOTE EXCHANGE, TIME WHICH HAS ELAPSED SINCE THEN, AND FACT THAT LOT RECEIVED AND HAS ALREADY BEEN ACTIVELY BENEFITING FROM COMPLETE COMMERCIAL FREEDOM IN THE US SHOULD SUFFICE TO MAKE VERY STRONG CASE FOR PROMPT AND FAVORABLE POLISH ACTION. IF DEEMED APPROPRIATE, EMBASSY CAN SUPPLEMENT THIS APPROACH WITH THE OBSERVATION THAT UNLESS THE COMPARATIVELY MEAGER COMMERCIAL BENEFITS WHICH PAN AM HAS BEEN GRANTED UNDER THE NEW AGREEMENT ARE QUICKLY AND EFFECTIVELY IMPLEMENTED IN POLAND, THE US WILL HAVE TO CONSIDER WHETHER THE ORIGINAL DEAL WHICH WAS NEGOTIATED WAS NOT TOO GENEROUS TO THE POLISH CARRIER AND WHETHER SOME REMEDIAL ACTION SHOULD BE TAKEN. ROGERS

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\*\*\* Current Handling Restrictions \*\*\* n/a

\*\*\* Current Classification \*\*\* LIMITED OFFICIAL USE

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